



# **Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions**

*Tom Y. Sawyer*

[Download now](#)

[Click here](#) if your download doesn't start automatically

# Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions

Tom Y. Sawyer

**Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions** Tom Y. Sawyer

*Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions* may be one of the most important books any entrepreneur or manager in a small or medium-sized enterprise will read. It combines logical business principles and strategies with a step-by-step methodology for planning and modeling a company and solving specific business problems. You'll learn to create operational and financial models in Excel that describe the workings of your company in quantitative terms and that make it far more likely you will avoid the traps and dead ends many businesses fall into.

Serial entrepreneur and financial expert **Tom Y. Sawyer** shows how to break your company down into basic functional and operational components that can be modeled. The result is a financial model that, for example, you can literally take to the bank or bring to local angel investors to receive the funding you need to launch your business or a new product. Or it might be a model that shows with startling clarity that your new product development effort is a likely winner—or loser. Even better, you'll learn to create models that will serve as guideposts for ongoing operations. You'll always know just where you are financially, and where you need to be. The models you will learn to build in *Financial Modeling for Business Owners and Entrepreneurs* can be used to:

- Raise capital for startup or any stage of growth
- Plan projects and new initiatives
- Make astute business decisions, including go/no-go assessments
- Analyze ROI on your product development and marketing expenditures
- Streamline operations, manage budgets, improve efficiency, and reduce costs
- Value the business when it is time to cash out or merge

In addition to many valuable exercises and tips for using Excel to model your business, this book contains a combination of practical advice born of hard-won lessons, advanced strategic thought, and the insightful use of hard skills. With a basic knowledge of Excel assumed, it will help you learn to think like an experienced business person who *expects* to make money on the products or services offered to the public. You'll discover that the financial model is a key management tool that, if built correctly, provides invaluable assistance every step of the entrepreneurial journey.

Tom Y. Sawyer has used the principles this book contains to create financial models of numerous startup and early-stage companies, assisting them in planning for and raising the capital that they needed to grow their businesses and ultimately exit with multiples of their initial investment. *Financial Modeling for Business Owners and Entrepreneurs*, a mini-MBA in entrepreneurship and finance, will show you how you can do the same.

Note: This book is an updated version of Sawyer's 2009 title, *Pro Excel Financial Modeling*.

## What you'll learn

1. Business principles, critical success factors, and practical suggestions for entrepreneurs and young companies determined to succeed.
2. Concepts, explanations, and instructions for developing financial models and forecasts.
3. How to raise capital, budget, keep track of and manage finances, calculate ROI, and value a firm.
4. Best practices for building a financial models to keep a company's wheels on the tracks.

## Who this book is for

Entrepreneurs, company founders, managers of (or in), small to medium-sized enterprises, finance professionals, CFOs, investors, business students, and incubator residents.

 [Download Financial Modeling for Business Owners and Entrepr ...pdf](#)

 [Read Online Financial Modeling for Business Owners and Entre ...pdf](#)

**Download and Read Free Online Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions Tom Y. Sawyer**

---

**From reader reviews:**

**Brian Wilson:**

What do you concerning book? It is not important together with you? Or just adding material when you require something to explain what the ones you have problem? How about your spare time? Or are you busy man? If you don't have spare time to complete others business, it is make you feel bored faster. And you have spare time? What did you do? Everyone has many questions above. They have to answer that question since just their can do which. It said that about reserve. Book is familiar in each person. Yes, it is correct. Because start from on pre-school until university need this particular Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions to read.

**Sheilah Harvey:**

The book with title Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions includes a lot of information that you can study it. You can get a lot of gain after read this book. This specific book exist new knowledge the information that exist in this book represented the condition of the world at this point. That is important to yo7u to be aware of how the improvement of the world. This kind of book will bring you with new era of the glowbal growth. You can read the e-book in your smart phone, so you can read that anywhere you want.

**Steven Murray:**

You can spend your free time to learn this book this reserve. This Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions is simple bringing you can read it in the area, in the beach, train along with soon. If you did not have got much space to bring the actual printed book, you can buy typically the e-book. It is make you easier to read it. You can save the particular book in your smart phone. And so there are a lot of benefits that you will get when one buys this book.

**Heather Delph:**

Don't be worry for anyone who is afraid that this book will certainly filled the space in your house, you could have it in e-book technique, more simple and reachable. That Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions can give you a lot of buddies because by you considering this one book you have matter that they don't and make anyone more like an interesting person. This kind of book can be one of one step for you to get success. This e-book offer you information that maybe your friend doesn't understand, by knowing more than additional make you to be great persons. So , why hesitate? Let's have Financial

Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions.

**Download and Read Online Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions Tom Y. Sawyer #3C1L9NQISJM**

## **Read Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer for online ebook**

Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer Free PDF download, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer books to read online.

## **Online Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer ebook PDF download**

**Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer Doc**

**Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer Mobipocket**

**Financial Modeling for Business Owners and Entrepreneurs: Developing Excel Models to Raise Capital, Increase Cash Flow, Improve Operations, Plan Projects, and Make Decisions by Tom Y. Sawyer EPub**